



DISCOVER The Opportunities in Your Business



- *Need to lower your SG&A expenses?*
- *Need to know the actual cost of operations?*
- *Interested in identifying value leakage?*
- *Want to know how to add productive capacity without adding costs?*
- *Want to know the actual cost of rework, poor information, duplication of effort?*

NorthPoint Analyzer Improvement Toolset(*Cost Analyzer™, Process Mapper™, ROI Analyzer™*): **Improved Performance with Proven Results.**

Cost Analyzer™-The continuous cycle time reduction tool

Activity and process level costs. Working with your project team and employees we prepare an assessment that allows you to understand the level of effort and cost associated with the value added and non-value added activities that are embedded in your business processes. We test the assessment to assure that your people understand what is being asked of them, administer the assessment over our secure internet link, and provide coaching and support as the assessment is completed. We load salary and benefit costs into the tool which is then secured. The employees identify how much time they spend on each activity, issues with the activity such as rework, waiting on data from another function, inaccurate data, multiple data and/or redundant data inputs, etc.. Each employee should spend less than 45 minutes to complete the assessment.

Outputs from the Cost Analyzer™ . Activity and process level costs, amount of time and cost associated with rework, or any other form of non-value added activity, as well as the same information concerning the value contributing activities.

Totally employee-driven. We facilitate the process. We analyze what you do, we systematically and methodically “mine the minds” of your employees. We bring proven process and activity models, facilitation methods, project leadership, and best practices, and benchmarks to the improvement program. It is through this method of collaboration that you will get the best results in the shortest timeframe.

Speed to value. All of your employees are busy, and there are always plenty of projects on their desk. It is in response to this pressure that we have designed our entire suite of tools. Because the fieldwork is internet based, we spend much less time traveling to your remote locations to gather data through direct interviews causing much less strain on your organization. Then, we focus your team's attention on their improvement process in our collaborative based facilitated session. In summary your people will spend far less time to provide the necessary data, and they will get all the rewards that can be attained from using the more traditional consulting methods. Yes, you can "change the wheels" on your car while going 60 mph.

Process Mapper™-Lean business processes & activities

Process inputs, outputs and cycle time. In addition to all the information captured in the **Cost Analyzer™**, we capture activity and process level inputs, outputs and the decisions made in the process so we can analyze the process areas more deeply for improvement opportunities or compare similar processes across divisions looking for best practices. Additionally, the tool can be used to capture metric data such as: # of schedule changes, batch sizes, forecast accuracy, etc.. In essence, a comprehensive assessment of the supply chain can be done on-line. This same assessment can then be repeated at intervals to benchmark the organization and continue the improvement process.

2- 3 months elapsed time. This tool can be run with or without **Cost Analyzer™**, but more data collection effort is required and an elapsed time of two to three months can be expected before the improvement workshops are completed. This time will vary depending on the size of the organization you are testing.

ROI Analyzer™

Intervention costs and benefits. As process and activity level issues are defined and potential resolutions are identified in our improvement workshops, we can track those resolutions (interventions) and their associated costs. Multiple interventions can be tracked by process or activity whether they are internal and/or external costs, product and/or technology costs, or a result of policy and procedural changes. Then, by running the **Cost Analyzer™** after the implementation of the interventions, we can track improvements and establish the actual benefit that was truly earned through implementation. In this manner, **Cost Analyzer™** initiates your improvement process and it functions as your automated post-audit tool as well. As you gain experience with **Cost Analyzer™**, and, **ROI Analyzer™** you will no doubt keep track of which interventions were successful and which provided less return so that success can spread more quickly from division to division.

4:1 ROI. NorthPoint Software & Services, a risk management and process improvement company, guarantees you will save or benefit four times more than our cost. And we always over-achieve. Zero risk.

Designed for multi-national organizations Web based design and the ability to support multiple languages.

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